

Message Text

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PAGE 01 TEHRAN 01455 141053Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----141055Z 032225 /15

P R 141010Z FEB 77
FM AMEMBASSY TEHRAN
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 1261

UNCLAS TEHRAN 1455

E.O.11652: N/A
TAGS: BBSR, IR
SUBJ: MARKET RESEARCH/SECTORAL SURVEY CONTRACT

REF: (A) USDOC 2260, (B) TEHRAN 1281

1. FOLLOWING RECEIPT REF A, FPM KLINE NEGOTIATED
FOLLOWING PROPOSED CONTRACT AMENDMENT WITH MSR FOR SECTORAL
SURVEY, AND STRONGLY RECOMMENDS USDOC ACCEPTANCE:

A. REVISED CONTRACT PRICE 36,534 DOLLARS, REPRESENTING
AUGMENTATION OF ORIGINAL CONTRACT AMOUNT OF \$28,400 BY \$8134.

B. CONTRACT AUGMENTATION OF \$8134 TO BE DIVIDED INTO
THREE INCREMENTS OF \$2711.33 AND REVISED CONTRACT PAYMENT
SCHEDULE OF THREE EQUAL PAYMENTS OF \$12,178 HANDLED AS FOLLOWS:

- 1) FIRST INCREMENT OF \$2711.33 TO BE PAID RETROACTIVELY.
- 2) SECOND PAYMENT TOTALING 12,178 TO BE AUTHORIZED
FOLLOWING USDOC ACCEPTANCE OF FIRST EIGHT SECTOR REPORTS.
- 3) THIRD PAYMENT \$9466.67 TO BE AUTHORIZED ON ACCEPTANCE
FINAL 7 SECOTR REPORTS BY FPM, ON CONDITION THAT
SOME MINOR SUPPLEMENTARY WORK COULD BE REQUIRED FOLLOW-
ING USDOC REVIEW.
- 4) FINAL INCREMENT \$2711.33 TO BE AUTHORIZED ONLY
AFTER FINAL ACCEPTANCE ALL SECTOR REPORTS AND "OVERVIEW"
BY USDOC.
- 5) PENALTY CLAUSE TO BE INCLUDED PROVIDING THAT
CONTRACTOR WILL FORFEIT ONE HUNDRED DOLLARS PER DAY FROM
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RENEGOTIATED CONTRACT PRICE FOR EACH DAY BEYOND MARCH
15 WHICH ANY OF 15 SECTOR REPORTS ARE NOT FULLY AND
FINALLY ACCEPTED BY FPM, AND FOR EACH DAY BEYOND MARCH 20
WHICH "OVERVIEW" NOT FINALLY ACCEPTED BY FPM.

2. IN INITIATING NEGOTIATIONS KLINE DID NOT MENTION
PRICE, BUT OUTLINED PROPOSED PAYMENT TERMS, STATING ONLY

THAT USDOC WILLING ADJUST CONTRACT AMOUNT TO SHOW GOOD FAITH, AND BECAUSE CONTRACTOR HAD INCURRED ADDITIONAL COSTS BEYOND HIS CONTROL. DORAN FULLY AGREEABLE PENALTY PROVISIONS BUT STATED PROPOSED FINAL BALOON PAYMENT WOULD NOT EASE HIS CASH FLOW PROBLEMS AND SUGGESTED ALTERNATIVES. BASED ON PARA 4 INSTRUCTIONS, FPM INITIALLY INDICATED \$7000 MAXIMUM AUTHORIZED BY USDOC AND THAT PAYMENT TERMS NOT NEGOTIABLE. DORAN COUNTERED WITH \$9500, BUT EVENTUALLY AGREED TO \$8134 PROVIDING USDOC COULD ACCOMMODATE HIM ON PAYMENT SCHEDULE. BELIEVE PROPOSED CONTRACT AMENDMENT REPRESENTS EQUITABLE COMPROMISE ON DORAN'S ORIGINAL REQUEST FOR ADDITIONAL \$12,000 WHICH PROTECTS GOVT INTEREST IN ASSURING PAYMENT MADE ONLY FOR WORK ACCOMPLISHED. PROVISION THAT FPM BE PERMITTED AUTHORIZE THIRD PAYMENT FOLLOWING USDOC REVIEW AND APPROVAL INITIAL 8 REPORTS NOT UNREASONABLE, WITH CONTINGENCY INCLUDED.

3. PLAN SEND REVIEW COPIES FIRST 4-5 COMPLETED REPORTS BY AIR COURRIER 13 OR 14 FEBRUARY SECOND INCREMENT TO FOLLOW IN 2-3 DAYS. TRANSMITTIAL WILL BE BY DHL CO. WASHINGTON OFFICE: ROOM 266, 2ND FLOOR, WEST BLDG, WASHINGTON NATIONAL AIRPORT, PHONE: 703-684-8733/4. MR KEN KAY, MANAGER. DHL PROVIDES 48 HOUR DELIVERY SERVICE TEHRAN TO MRO OFFICE. WILL TELEX WHEN PACKET SENT.

4. REQUEST AUTHORIZATION TO DRAW UP CONTRACT AMENDMENT INCORPORATING PARA 1 REVISED PAYMENT SCHEDULE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 14-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770051-0942
Format: TEL
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770243/aaaablxs.tel
Line Count: 89
Litigation Code IDs:
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Litigation History:
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Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Retention: 0
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Review Date: 29-Oct-2004 12:00:00 am
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3325641
Secure: OPEN
Status: NATIVE
Subject: MARKET RESEARCH/SECTORAL SURVEY CONTRACT
TAGS: BBSR, IR
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/7f51cec6-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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